



SALESFORCE **5 DAY CHALLENGE**

Program Workbook

[talentstacker.com](https://www.talentstacker.com)

Welcome to the Salesforce 5 Day Challenge

»» WE ARE SO GLAD YOU ARE HERE!

In these 5 lessons, you will learn everything you need to start a career as a Salesforce professional! You will begin to grasp why it is one of the most lucrative but underserved professions in the world. We will position you to understand how to learn Salesforce, how to showcase your value and the quickest path to gain real-world experience that will have you on a clear path to landing your first Salesforce job! There will be some challenges along the way, but with our guidance and your focus, we will succeed!

Let's get started!



Challenge

Lesson One



Click to Play
Lesson One
Video

»» TIPS FOR SUCCESS

- You should expect today's materials to take approximately 30 minutes.
- When Signing Up for Trailhead don't worry too much about the information you fill out, this has no impact on your training or anything else.
- Don't get distracted within Trailhead, focus on the Action Items we have outlined for Lesson 1.
- The goal for this lesson is to get signed up for Trailhead and to review the Exam Guide, don't put pressure on yourself to move through the actual content just yet we will focus on that in the next lesson!
- The #1 reason learners give up is because they burn out and try to move through everything too quickly. Pace yourself as you get started and we will show you everything you need to know!
- Resources are linked throughout - click on the **bold pink text!**

Challenge

Lesson One

»» TAKE ACTION

- Open your browser and go to **Trailhead**, Salesforce's completely free training platform.
- Click Sign Up in the top right and fill in your information as accurately as possible.
- Once you sign up you will be sent a Single Use Verification Code, check your email and fill it in and you will now be logged in to Trailhead!
- You will now want to go directly to the **Prepare for Your Salesforce Administrator Credential** lesson.
- From here go ahead and click the first link to take a look at the **Administrator Exam Overview**. This is a great place to start familiarizing yourself with what to expect in this journey. You'll want to take a look at the **Administrator Exam Guide** to gain an understanding of what this exam will be like and what you are preparing to accomplish.
- You are amazing - you have taken your first actionable steps and the wheels are in motion for a very lucrative and exciting career as a Salesforce Professional.



NOTES TO REMEMBER

Challenge

Lesson Two



In Lesson 1, you got signed up for Trailhead and reviewed the Administrator Exam Guide to start getting mentally prepared for your Salesforce journey.

Today you are diving into your first Salesforce training module. This is the beginning of something special and we're glad you're here.



Click to Play
Lesson Two Video

»» TIPS FOR SUCCESS

- You should expect today's material to take approximately 1 to 1.5 hours.
- If you start to feel overwhelmed or feel that you aren't grasping concepts, take a deep breath and know that this is perfectly normal anytime you're learning something new. Give yourself time to wrap your head around Salesforce, you will notice that things are beginning to click in no time!
- Don't Rush - Take your time to learn and really understand the material. The goal is to become Salesforce Certified, therefore learning the material in the modules is key to being successful in this journey.
- At the end of today's lesson if you would like to continue moving through additional modules that is perfectly fine. Just be sure not to burn out, it can be exciting to earn badges, score points and test your knowledge but pacing yourself is important to having endurance for the long haul.

Challenge Lesson Two

»» TAKE ACTION

- Log into **Trailhead** with the credentials you created in Lesson 1 and make your way back to the **Prepare for Your Salesforce Administrator Credential** lesson.
- You should have already reviewed the **Administrator Exam Guide** in Lesson 1, therefore you are now ready to start the **Salesforce Platform Basics** module.
- In this module, you will begin to peel back the layers of what Salesforce is and the power that it holds. Our goal is to complete the 5 sections in this module today!

quick check in

Doesn't it feel good? You just completed Lesson 2 of the Salesforce Challenge!

Get some rest and get ready for Lesson 3 where we will help you showcase your new and ever-growing Salesforce skills for the world to see!



NOTES TO REMEMBER

Challenge

Lesson Three



Click to Play
Lesson Three
Video

Welcome to Lesson 3! You are knocking this challenge out! In Lesson 2 you moved through your first Trailhead Module and if you are an overachiever you may have even completed a few more modules.

Today, you will be taking a break from Trailhead and will get the foundation in place for your professional profile on LinkedIn.

LinkedIn is a core part of the Salesforce ecosystem. This is where recruiters, hiring managers and other professionals come to connect with each other.

Think of this as your social media account for your professional life. You will be building this professional profile to showcase your new Salesforce skills and let the world know you are on your way to a career as a Salesforce Professional.

Challenge

Lesson Three

»» TIPS FOR SUCCESS

- You should expect today's material to take approximately 1.5 hours.
- Your LinkedIn profile does not need to be perfect, you just need to get it created and a few foundational setup items in place. Don't focus too much on the details today, you will be making small tweaks to make it perfect over time. Once you get your first certification you will come back and enter that information on your LinkedIn profile and you'll be ready to start applying for positions!
- Make sure your Cover/Background photo looks appealing, we recommend to using one of the background images supplied below.
 - Not Certified Yet? (Most common) **Salesforce LinkedIn Background Blank**
 - Have 100 Badges on Trailhead? **You're a Ranger! Ranger LinkedIn Background**
 - Already Certified? (Save this one for later) **Certified LinkedIn Background**
- Having a professional Profile photo is key, this is the first impression a person will have of you so make it count! A picture of you working at a computer or wearing business casual/professional attire can set the right perception of who you are at a professional level.
- Everything about your Profile should say Salesforce, you are only applying for Salesforce positions, so forget everything else and dedicate to Salesforce!

Challenge

Lesson Three

»» TIPS FOR SUCCESS (CONT.)

- LinkedIn is a great place to network, feel free to join some Salesforce Groups, connect with some Salesforce Professionals and start to understand how the platform works.
- You may have guessed there is a mobile app for LinkedIn, why not install it and log in once your profile is setup? Imagine if you replaced just one of your social apps with LinkedIn and spent that time exposing yourself to professional posts and conversations instead of seeing what your cousin had for breakfast. This could help you think more professionally and start to get a feel how other professionals are networking with each other.

»» DON'T FORGET!

It's important to keep learning so if you have some extra time keep moving down the **Prepare for Your Salesforce Administrator Credential** list of lessons.



Challenge

Lesson Three

»» TAKE ACTION

- If you don't have a **LinkedIn Profile Click Here** to get started creating one! (If you already have a LinkedIn profile skip to step 2)
- Take a moment to **watch this video** from Bradley discussing LinkedIn and some tips on how to create your resume specifically for a Salesforce LinkedIn Profile. The most important parts of your profile are your Title and About section as this is how companies get search results when looking for employees. (Of course make sure your background and profile photo are on point as well)
- Because you most likely do not have Salesforce work history you should also use non-Salesforce work history to help showcase your skills. It is important to consider past jobs and re-word or translate your responsibilities at those jobs to be applicable to a Salesforce role. (Tomorrow we will talk about ways to get experience and really build out this online resume)
- Go ahead and enter in your work history and any other information you want to draw attention to for your professional profile.



NOTES TO REMEMBER

Challenge

Lesson Four



You made it to Lesson 4 already! You are well over halfway through this 5-lesson challenge, and there is no stopping you now.

At this point, you are continuing to study for your Salesforce Administrator Exam on Trailhead and you have a professional LinkedIn profile for the world to see.

In this lesson we are going to show you how to start getting experience and building a resume utilizing the power of volunteer experience.

 **Click to Play Lesson Four Video**

bonus video here!

This video can help you dive into a little more detail and prepare for your volunteer projects.

TIPS FOR SUCCESS

- Volunteer projects are a great way to expand your professional network, build a resume, sharpen your skills and help a group in need. Volunteer Projects also lead to downstream opportunities for you. I have worked multiple Volunteer Projects and about 50% of the time the company will engage in paid projects after the Volunteer Project is complete. Use sites like **Volunteer Match** as explained in today's video to find available projects.

Challenge Lesson Four

» TIPS FOR SUCCESS (CONT.)

- There are other volunteering sites, feel free to search for other opportunities on other sites, however Volunteer Match leads the market right now for these types of projects.
- Remember to search for Virtual projects, You may not find opportunities in your area and it really doesn't matter because Salesforce is a cloud-based program which means you can work for anyone from anywhere as long as you have an internet connection.
- Don't apply any filters when searching except using the keyword "Salesforce". This is because sometimes the non-profits don't set up the project correctly so you can accidentally filter great opportunities out by applying filters.
- Feel free to apply for multiple volunteer projects, if you accept an opportunity it's okay to let other companies know you've already dedicated to another group but may be able to help in the future.
- Try to limit volunteer projects to under 2 months, this helps you not over-commit and sets an expectation for the client that this will not be a forever relationship. (Many times at the end of your volunteer period they will offer you an hourly wage to continue helping them)
- Don't forget to keep learning, if you have some extra time keep moving down the **Prepare for Your Salesforce Administrator Credential** list of lessons.

Talent Stacker

Challenge

Lesson Four

» TAKE ACTION

- Head over to **VolunteerMatch** in your internet browser. Click Sign Up in the top right and fill in your information.
- Now that you are signed in you can search for Volunteer opportunities in your area by default. (Remember to swap the search over to Virtual to see all available projects)
- Set the Keyword Search filter to Salesforce and click Enter/Return on your keyboard to see results.
- Look for results with titles that include Salesforce, Salesforce Administrator, Salesforce Admin, Salesforce Analyst etc... Read over the job description and see if it sounds like a good fit. Remember even if it looks a little over your head go ahead and apply as many non-profits are willing to accept the help that you can give them even if it's not everything they need.
- When you find a project that looks like a good fit click the "I Want to Help" button on the posting, fill out the information and click Send. You will be getting responses in no time!



NOTES TO REMEMBER

quick check in

You are now moving beyond the competition. Most first time applicants will not have experience and will not have done any volunteer work. Employers will love the experience and the fact that you are an active volunteer. Tomorrow is Lesson 5 - you are almost there!

Challenge

Lesson Five



Click to Play
Lesson Five
Video

Congratulations, you've made it to Lesson 5, in this lesson we will review what we have covered with a wrap up of the 5-Day Salesforce Challenge!

»» WHAT QUESTIONS DO YOU STILL HAVE?

Q#1 »»

Q#2 »»

Q#3 »»

[CONTACT US](#)

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Are you feeling a little overwhelmed? or like you are moving through Trailhead and the information just isn't clicking? That's completely understandable and normal. **Here is a quick video** to help you keep your head up and focused on this journey. You will be successful!

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Challenge

Lesson Five

»» 5 DAY SALESFORCE CHALLENGE WRAP-UP

- Continue moving through the **Prepare for Your Salesforce Administrator Credential** list of lessons. Do your best to study 1 to 2 hours per day, 3 to 4 days per week. This will help you keep what you are learning fresh in your mind which will allow you to continue to understand the material more quickly.
- You may notice that professionals are connecting with you and recruiters are reaching out to you on LinkedIn, make sure to accept their connection requests and have open conversations with these individuals. Be honest, be yourself and grow your network!
- Be open to connecting with other professionals in the Salesforce ecosystem, let them know you enjoy their content or that you really connected with something they posted.
- These small actions of sending over some kind words can be the beginning of building a stable network. If they interact with you, go ahead and let them know what you're doing and ask if they have any advice. People love to be respected and asked for advice, so you can make some great connections and create a positive perception of yourself all at the same time.
- If you haven't already started your first volunteer project then you need to stay focused on this. Check for new projects every couple of days and make sure to keep applying. If you have already started a volunteer project make sure to add the experience to your LinkedIn profile and be prepared to ask for a letter of recommendation to be used in the future!

**WE HOPE YOU'VE ENJOYED THE CHALLENGE AND
DON'T STOP HERE!**

Are You Ready To Change Your Life?

CHECK OUT OUR OTHER FREE RESOURCES

Interested in Salesforce and the Talent Stacker Salesforce Career Development Program, but want to try it out before you take the plunge? We recommend checking out all the free resources on our website to better understand the Salesforce Ecosystem and how you can break in!

VISIT TALENT STACKER HQ

READY TO JOIN TODAY?

I am convinced and ready to dive in today!
Where can I find pricing information and
get on the waitlist?

JOIN THE WAITLIST

ADDITIONAL FAQs



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